

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2007**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey and the Business Expense Supplement from the 2007 Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006 <sup>1</sup>	2007
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>					<b>645,833</b>	<b>703,000</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>					<b>394,478</b>	<b>423,009</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					52,307	56,398
4232	Operating expenses	Furniture and Home Furnishings					17,068	18,992
4233	Operating expenses	Lumber & Other Construction Materials					27,118	27,524
4234	Operating expenses	Professional and Commercial Equipment and Supplies					81,089	86,606
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					31,935	36,571
4235	Operating expenses	Metals and Minerals, ex. Petroleum					21,569	21,421
4236	Operating expenses	Electrical Goods					60,328	66,855
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					26,622	24,532
4238	Operating expenses	Machinery, Equipment, and Supplies					72,370	80,416
4239	Operating expenses	Miscellaneous Durable Goods					36,007	40,266
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>					<b>251,355</b>	<b>279,990</b>
4241	Operating expenses	Paper and Paper Products					20,901	21,166
4242	Operating expenses	Drugs and Druggists' Sundries					40,981	39,549
4243	Operating expenses	Apparel, Piece Goods, and Notions					25,595	27,674
4244	Operating expenses	Groceries and Related Products					66,571	78,976
4245	Operating expenses	Farm Product Raw Materials					9,809	10,764
4246	Operating expenses	Chemicals and Allied Products					19,686	22,195
4247	Operating expenses	Petroleum and Petroleum Products					16,910	20,242
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					19,059	20,386
4249	Operating expenses	Miscellaneous Nondurable Goods					31,843	39,039
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>					<b>11.7</b>	<b>12.2</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>					<b>13.9</b>	<b>14.7</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					7.5	8.3
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					20.1	22.9
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					15.6	17.7
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					15.8	16.5
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.1
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					10.0	9.8
4236	Operating expenses as a percent of sales	Electrical Goods					14.9	15.5
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					24.4	23.0
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					17.5	18.8
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					15.7	15.9
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>					<b>9.4</b>	<b>9.6</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products					15.0	15.1
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					7.9	7.7
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					19.6	20.8
4244	Operating expenses as a percent of sales	Groceries and Related Products					11.1	12.0
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.5	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					13.1	14.2
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.6	2.8
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					17.7	18.0
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					11.9	13.7

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<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>					<b>502,648</b>	<b>554,083</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>					<b>315,356</b>	<b>338,785</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies					39,288	42,119
4232	Operating expenses	Furniture and Home Furnishings					14,703	16,811
4233	Operating expenses	Lumber & Other Construction Materials					24,067	24,629
4234	Operating expenses	Professional and Commercial Equipment and Supplies					54,505	59,555
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software					18,676	23,532
4235	Operating expenses	Metals and Minerals, ex. Petroleum					19,355	19,058
4236	Operating expenses	Electrical Goods					46,130	50,794
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies					23,565	21,387
4238	Operating expenses	Machinery, Equipment, and Supplies					59,178	65,601
4239	Operating expenses	Miscellaneous Durable Goods					34,575	38,832
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>					<b>187,292</b>	<b>215,297</b>
4241	Operating expenses	Paper and Paper Products					15,878	16,076
4242	Operating expenses	Drugs and Druggists' Sundries					17,328	17,836
4243	Operating expenses	Apparel, Piece Goods, and Notions					24,445	26,438
4244	Operating expenses	Groceries and Related Products					49,359	60,513
4245	Operating Expenses	Farm Product Raw Materials					9,809	10,764
4246	Operating expenses	Chemicals and Allied Products					14,459	17,042
4247	Operating expenses	Petroleum and Petroleum Products					11,712	14,206
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages					17,598	18,824
4249	Operating expenses	Miscellaneous Nondurable Goods					26,704	33,599
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>					<b>13.0</b>	<b>13.3</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>					<b>16.3</b>	<b>17.0</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies					12.1	13.0
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings					22.3	25.6
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials					16.6	19.1
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies					16.8	17.3
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software					11.5	13.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum					12.4	11.7
4236	Operating expenses as a percent of sales	Electrical Goods					15.7	16.3
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies					26.0	24.1
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies					18.9	19.9
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods					16.1	16.2
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>					<b>9.6</b>	<b>10.0</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products					17.5	17.3
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries					5.0	5.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions					20.8	22.0
4244	Operating expenses as a percent of sales	Groceries and Related Products					11.0	12.1
4245	Operating expenses as a percent of sales	Farm Product Raw Materials					7.5	6.3
4246	Operating expenses as a percent of sales	Chemicals and Allied Products					16.1	17.9
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products					2.7	2.9
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages					18.2	18.7
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods					13.1	15.3

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<b>42</b>	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>115,492</b>	<b>122,574</b>	<b>125,985</b>	<b>136,586</b>	<b>143,185</b>	<b>148,917</b>
<b>423</b>	<b>Operating expenses</b>	<b>Durable goods</b>	<b>58,637</b>	<b>61,733</b>	<b>65,158</b>	<b>69,889</b>	<b>79,122</b>	<b>84,224</b>
4231	Operating expenses	Motor Vehicle and Motor Vehicle Parts and Supplies	7,452	8,667	8,676	8,653	13,019	14,279
4232	Operating expenses	Furniture and Home Furnishings	2,214	2,215	2,744	2,717	2,365	2,181
4233	Operating expenses	Lumber & Other Construction Materials	2,068	2,209	2,278	2,552	3,061	2,895
4234	Operating expenses	Professional and Commercial Equipment and Supplies	19,176	19,007	20,201	22,626	26,584	27,051
42343	Operating expenses	Computer and Computer Peripheral Equipment and Software	10,134	9,302	8,655	10,566	13,259	13,039
4235	Operating expenses	Metals and Minerals, ex. Petroleum	1,686	1,733	2,049	2,225	2,214	2,363
4236	Operating expenses	Electrical Goods	12,871	11,724	13,101	13,381	S	S
4237	Operating expenses	Hardware, and Plumbing and Heating Equipment and Supplies	2,304	2,290	2,487	2,892	3,057	3,145
4238	Operating expenses	Machinery, Equipment, and Supplies	9,978	12,111	12,095	13,419	13,192	14,815
4239	Operating expenses	Miscellaneous Durable Goods	S	S	1,527	1,424	1,432	1,434
<b>424</b>	<b>Operating expenses</b>	<b>Nondurable goods</b>	<b>56,855</b>	<b>60,841</b>	<b>60,827</b>	<b>66,697</b>	<b>64,063</b>	<b>64,693</b>
4241	Operating expenses	Paper and Paper Products	6,479	6,493	S	S	5,023	5,090
4242	Operating expenses	Drugs and Druggists' Sundries	19,962	22,005	21,394	22,836	23,653	21,713
4243	Operating expenses	Apparel, Piece Goods, and Notions	1,160	1,131	1,054	1,160	1,150	1,236
4244	Operating expenses	Groceries and Related Products	15,494	16,725	16,573	17,077	17,212	18,463
4246	Operating expenses	Chemicals and Allied Products	4,328	4,337	4,583	4,655	5,227	5,153
4247	Operating expenses	Petroleum and Petroleum Products	3,798	4,259	4,412	5,570	5,198	6,036
4248	Operating expenses	Beer, Wine, and Distilled Alcoholic Beverages	1,019	1,030	1,196	1,388	S	1,562
4249	Operating expenses	Miscellaneous Nondurable Goods	4,615	4,861	4,954	5,277	5,139	5,440
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>8.8</b>	<b>8.9</b>	<b>8.4</b>	<b>8.6</b>	<b>8.7</b>	<b>9.1</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>Durable goods</b>	<b>7.8</b>	<b>8.0</b>	<b>7.8</b>	<b>8.1</b>	<b>8.7</b>	<b>9.5</b>
4231	Operating expenses as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.5	2.3	2.4	3.5	4.0
4232	Operating expenses as a percent of sales	Furniture and Home Furnishings	12.3	12.9	15.3	14.5	12.6	12.4
4233	Operating expenses as a percent of sales	Lumber & Other Construction Materials	10.1	10.0	9.2	9.3	10.8	10.9
4234	Operating expenses as a percent of sales	Professional and Commercial Equipment and Supplies	14.3	12.8	12.7	13.2	14.0	15.0
42343	Operating expenses as a percent of sales	Computer and Computer Peripheral Equipment and Software	12.4	9.8	8.7	9.5	11.6	12.4
4235	Operating expenses as a percent of sales	Metals and Minerals, ex. Petroleum	4.7	4.6	4.4	4.2	3.8	4.2
4236	Operating expenses as a percent of sales	Electrical Goods	12.9	12.4	12.6	12.5	S	S
4237	Operating expenses as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplies	16.3	16.1	15.9	16.6	16.7	17.7
4238	Operating expenses as a percent of sales	Machinery, Equipment, and Supplies	14.2	16.5	14.5	14.5	13.1	15.3
4239	Operating expenses as a percent of sales	Miscellaneous Durable Goods	S	S	10.9	10.3	10.2	10.8
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>Nondurable goods</b>	<b>10.0</b>	<b>9.9</b>	<b>9.1</b>	<b>9.2</b>	<b>8.7</b>	<b>8.6</b>
4241	Operating expenses as a percent of sales	Paper and Paper Products	15.5	15.3	S	S	10.3	10.7
4242	Operating expenses as a percent of sales	Drugs and Druggists' Sundries	14.1	14.4	12.8	12.9	13.8	14.0
4243	Operating expenses as a percent of sales	Apparel, Piece Goods, and Notions	9.2	9.7	8.6	8.8	8.8	9.8
4244	Operating expenses as a percent of sales	Groceries and Related Products	12.3	12.3	11.6	11.7	11.3	11.7
4246	Operating expenses as a percent of sales	Chemicals and Allied Products	9.0	8.5	8.1	7.9	8.7	8.4
4247	Operating expenses as a percent of sales	Petroleum and Petroleum Products	3.0	2.8	2.5	2.7	2.4	2.6
4248	Operating expenses as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	12.2	12.1	12.5	11.9	S	12.8
4249	Operating expenses as a percent of sales	Miscellaneous Nondurable Goods	7.6	8.3	8.2	8.6	8.2	8.4

Notes:

S - Denotes an estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at [http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/index.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html).

Footnotes:

<sup>1</sup> Revised data.